

# INTERNATIONAL COMMUNICATIONS, INC.



COMSAT CONFIDENTIAL

# FOREIGN BROADCAST INFORMATION SERVICE CONUS EARTH TERMINAL

PART II PRICING PROPOSAL

A PROPOSAL

BY

COMSAT INTERNATIONAL COMMUNICATIONS, INC. 950 L'ENFANT PLAZA, S.W. WASHINGTON, D.C. 20024

In Response To RFP-16-85

10 OCTOBER 1985



INTERNATIONAL COMMUNICATIONS, INC.

David E. Gourley Vice President Marketing & Sales

9 October 1985

STAT

Foreign Broadcast Information Service P.O. Box 2604 Washington, D.C. 20013

RE: RFP-16-85

STAT

COMSAT International Communications, Incorporated (COMSAT International) is pleased to submit this proposal to the Foreign Broadcast Information Service for a Standard B, 15-meter CONUS earth terminal and associated services. Our proposal includes all the technical and management requirements to provide the United States portion of the INTERNET system as described in the RFP. Our proposal contains a basic system that responds directly to the RFP requirements. We have also proposed an optional equipment system which we believe will provide you more reliability and flexibility.

The Representations and Instruction documents have been completed, as requested, and are submitted as a part of our response. Our proposal, submitted separately bound in two parts, is valid for 90 days. We request that any extension of this offer be mutually agreed to by FBIS and COMSAT International, and confirmed in writing. Part 1 describes the technical and management elements of the service and Part 2 provides financial information and supporting cost data.

COMSAT International proposes that the earth station and microwave link for the transmission of additional circuits on a non-interference basis be available for use by other COMSAT International customers. Such customer(s) would be approved by FBIS prior to COMSAT International proposing such usage.

Should you have any questions about the proposal, please contact me or James McKenna at (202) 863-6106.

Vours truly.	STAT
Vice President Marketing and Sales	

950 L'Enfant Plaza, SW Washington, DC 20024 Telephone 202-863-6235 Telex 892668

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NSN 7540-01-152-8064 PREVIOUS EDITION NOT USABLE 33-132

☆ GPO : 1984 O - 421-526 (25)

STANDARD FORM 33 (REV. 10-83)
Prescribed by GSA
FAR (48 CFR) 53.214(c)

#### 1. PRICE PROPOSAL FBIS EARTH STATION RESPONSE

The rates for the basic and optional services bid on this proposal are set forth in Figure 1. The operation and maintenance (O&M) costs include costs for an earth station terminal manned 8-hours a day or an individual on-call during other hours for the seven-year life of the contract. If however, after the first year of service it is mutually agreed, the O&M costs could be reduced to reflect a remotely monitored earth station terminal. This price proposal does not include earth segment or terrestrial extension charges for the network outside of the United States.

A fiscal funding profile for the basic and optional services are contained in Figure 2.

This service will be provided under tariff subject to review and approval of the Federal Communications Commission. Required Form 1411 follows Figure 1 and details each item of the proposal. The prices in Figure 1 include initial non-recurring charges plus a monthly lease payment for a contract period of seven years.

requirements; plus all O&M; 7-year contract period.

		Nonrecurring Charge	Monthly Recurring Charges
Α.	Basic System		
	One 15-meter Standard B earth station located at Quantico, Virginia; plus microwave link to FBIS headquarters; supports initial TV, voice and facsimile requirements; plus all O&M 7-year contract period.	\$2,441,300	\$37,400
В.	Option		
	One fully redundant and enhanced Standard B earth station located at Quantico, Virginia; plus fully redundant microwave link to FBIS headquarters; supports initial TV, voice and facsimile		

Figure 1. Price Proposal FBIS INTERNET CONUS Earth Station Terminal

\$3,723,200 \$40,100

### BASIC SERVICE

				SOLICITATION/CONT	RACT/MODIFIC	ATION		VES
CONTRACT	PRICING PROPOSAL COVER SHE	EET		NO. OMB NO 3090-0116				
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950 L'Enfant F		}	G	overnment mark		T ACTIC	<del></del>	5-0100
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	B. IDENTIFICATION							
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Towson, MD 2				Suite 101				
			Ι.		20785			
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	COST ACCOUNTING STANDARDS BOARD							
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STANDARD FORM 1411 (10-83)

#### Sanitized Copy Approved for Release 2011/05/26 : CIA-RDP88-01418R000200090004-9

#### ATTACHMENT FOR FORM 1411 TBIS CONUS EARTH TERMINAL PRICE BREAKDOWN BASIC SERVICE

Man/ Months

#### Ref

#### 1. Up-front Payment

		Months	Direct	Overhead	<u>G&amp;A</u>	lotal
Α.	In-House Costs					
	Labor					
	Engineering	20	\$87,200	\$100,280	\$93,520	\$ 281,000
	Facilities	4.5	20,625	23,715	22,260	66,600
	Project Mgmt	4	17,964	20,660	19,376	58,000
	TOTAL LABOR					405,600
	Travel					18,000
	Fee @ 15%					63,540
	TOTAL IN-HOUSE					487,140
B .	Earth Terminal Costs					
	Antenna					446.900
	GCE					<b>454</b> ,500
	Microwave					434,500 
	Spares					93,800
	Integration					257, <b>40</b> 0
	Contingency					74,200
	Site Preparation					263,500
	Subtotal					2,073,900
	Fee @ 15%					311,060
	TOTAL TERMINAL COSTS					\$2,384,960
						32,304,900

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#### ATTACHMENT FOR FORM 1411 FBIS CONUS EARTH TERMINAL PRICE BREAKDOWN BASIC SERVICE (Cont')

		Man/ Months	Direct	Overhead	G&A	<u>lotal</u>
Total Cost	of Up-Front Payment of CONUS Earth Terminal yment - 85% of Cost					\$2,872,100 2,441,300
O&M (includi Microwave To	of Unpaid Terminal Costs					29,800 2,500 5,100 \$ 37,400

OPTIONAL SERVICE 1. SOLICITATION/CONTRACT/MODIFICATION OMB NO CONTRACT PRICING PROPOSAL COVER SHEET RFP-16-85 3090 0116 NOTE This form is used in contract actions if submission of cost or pricing data is required. (See FAR 15.804-6(b)) 3A. NAME AND TITLE OF OFFEROR'S POINT OF CONTACT 2. NAME AND ADDRESS OF OFFEROR (Include ZIP Code) 38 TELEPHONE NO STAT COMSAT International Communications, Inc. , Director 202) 863<u>-6106</u> 950 L'Enfant Plaza, S. W. <u>Government marketing</u> 4. TYPE OF CONTRACT ACTION (Chr.h) Jashington, D. C. 20024 D. LETTER CONTRACT A. NEW CONTRACT B. CHANGE ORDER E UNPRICED ORDER F. OTHER (Spicifi) C. PRICE REVISION/ REDETERMINATION TYPE OF CONTRACT (Check) 6. PROPOSED COST (A+B=C) X FFP CPIF CPAF CPFF A. COST B. PROFIT/FEE C. TOTAL FPI OTHER (Specify) \$ See Attachment 1. PLACE(S) AND PERIOD(S) OF PERFORMANCE December 1, 1985 - October 1, 1986 Washington, D. C. Metro Area 3. List and reference the identification, quantity and total price proposed for each contract line item. A line item cost breakdown supporting this recall is required unless otherwise specified by the Contracting Officer. (Continue on reverse, and then on plain paper, if necessary. Use same headings.) E PEF C. QUANTITY D' TOTAL PRICE **B. IDENTIFICATION** A LINE ITEM NO \$3,723,200 1 1. Up-Front Payment 40,100 2 FBIS Conus Earth Terminal Tariff lper month 2. 9 PROVIDE NAME, ADDRESS, AND TELEPHONE NUMBER FOR THE FOLLOWING (If available) B. AUDIT OFFICE A. CONTRACT ADMINISTRATION OFFICE STAT )CAS 8787 Professional Place 300 E. Joppa Road Suite 101 Towson, MD 21204 Landover MD 20785
DO YOU REQUIRE GOVERN
MENT CONTRACT FINANCING
TO PERFORM THIS PROPOSED
CONTRACT? (17 "Yes." complete 11B. TYPE OF FINANCING IL ONE 10. WILL YOU REQUIRE THE USE OF ANY GOVERNMENT PROPERTY IN THE PERFORMANCE OF THIS WORK? (If "Yes," identify) ADVANCE PAYMENTS Item 11B) YES GUARANTEED LOANS V YES NO Land at Quantico, Virginia HAVE YOU BEEN AWARDED ANY CONTRACTS OF SUBCONTRACTS FOR THE SAME OR SIMILAR ITEMS WITHIN THE PAST 3 YEARS? (If "Yes." identify item(s), customer(s) and contract. IS THIS PROPOSAL CONSISTENT WITH YOUR ESTABLISHED ESTA MATING AND ACCOUNTING PRACTICES AND PROCEDURES AND FAR PART 31 COST PRINCIPLES? (If "No," explain) Y YES YES X NO 14 COST ACCOUNTING STANDARDS BOARD (CASB) DATA (Public Law 91-379 as amended and FAR FART 30 HAVE YOU SUBMITTED A CASE DISCLOSURE STATEMENT (CASE DS 1 or 2)? (If "Yes." specify in proposal the office to which submitted and if determined to be adequate) A. WILL THIS CONTRACT ACTION BE SUBJECT TO CASE REGULA-TIONS? (If "No," explain in proposal) YES X NO DISCLOSED PRACTICES OR APPLICABLE COST ACCOUNTING
STANDARDS (If "Yes," explain in proposal) C. HAVE YOU BEEN NOTIFIED THAT YOU ARE OR MAY BE IN NON-COMPLIANCE WITH YOUR DISCLOSURE STATEMENT OR COST ACCOUNTING STANDARDS? (If " Yes," explain in proposal! YES XINO YES This proposal is submitted in response to the RFP contract, modification, etc. in Item 1 and reflects our best estimates and/or actual costs as of this during 16. NAME OF FIRM 15. NAME AND TITLE (Type) David E. Gourley COMSAT International Communications, Inc. Vice President, Marketing & Sales 17. 515 ALA STIBE STANDARD FORM 1411 (10-83) NSN 7540-01-142-9845 1411-101

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Prescribed by GSA

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			head			\$100,280	23,715	20,660													
KM 1411 FRMINAL WN			Man/ Direct			\$87,200	20,625	17,964													
ATTACHMENT FOR FORM 1411 FBIS CONUS, FARIH TERMINAL PRICE HREAKDOWN OPTIONAL SERVICE			Months			20	4.5	7											ration and Earth Station Enhancements 1		
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# **COMSAT CONFIDENTIAL**

ATTACHMENT FOR FORM 1411 FBIS CONUS FARIH TERMINAL PRICE BREAKDOWN OPTIONAL SERVICE (Cont.)	ORM 1411 TERMINAL OWN Cont')			
Man/ Months	Direct	Overhead	G&A	lotal
<ol> <li>Calculation of Up-Front Payment fotal Cost of CONUS Farth Terminal Up-Front Payment - 85% of Cost</li> </ol>				\$4,380,200 3,723,200
BIS CONUS Earth Terminal Tariff O&M (including fee @ 15%) Microwave Tower Rental Amortization of Unpaid Terminal Costs MONTHLY CHARGE				29,800 2,500 7,800 \$ 40,100

Fiscal Period	Basic Service	Optional Service
Award of Contract to September 30, 1986	\$2,049,605	\$3,164,720
October 1, 1986 to September 30, 1987	840,495	1,039,680
October 1, 1987 to September 30, 1988	448,800	481,200
October 1, 1988 to September 30, 1989	448,800	481,200
October 1, 1989 to September 30, 1990	448,800	481,200
October 1, 1990 to September 30, 1991	448,800	481,200
October 1, 1991 to September 30, 1992	448,800	481,200
October 1, 1992 to September 30, 1993	448,800	481,200

Figure 2. Fiscal Funding Profile



INTERNATIONAL COMMUNICATIONS, INC.

950 L'Enfant Plaza, S.W. Washington, D.C., 20024